

To: Schwalm, S  
From: Campbell, Judy  
Edited: 6/29/98 14:00  
Subject: McLANE NE / AUGUST SALEM TEAR TAPE



Hi Sharon,

Based on your E-Mail of 6/25/98, outlining current residual at McLane NE, here is what the 'Game Plan' for August will be as for product shipments of Salem Tear Tape:

SALEM KING	SALEM 100	SALEM LT KG	SALEM LT 100
EXCESS 1174 (39.1 Cs.) CTNS.	1846 (61.5 Cs.)	3320 (110.6 Cs.)	2074 (69.1 Cs.)
AUG. 1396 (46.5 Cs.)	970 (32.3 Cs.)	1926 (64.2 Cs.)	1176 (39.2 Cs.)

NEEDS (BASED ON AUGUST TEMPLATE)

Based on these numbers, I will order 8 cases Salem King into McLane NE for August distribution.  
No other brand styles will be ordered to McLane NE for August. Based on the above numbers, the following residual should STILL be on-hand after August Salem Tear Tape distribution:

0 Cs. King	29.2 Cs. 100	46.4 Cs. Lt Kg	29.9 Lt 100
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Let me know if your numbers match these. If so, I will carry these residuals overs to my September Salem Tear Tape distribution ordering for McLane NE.

Thanks, (Hope your vacation was fun!)  
Judy

Sharon -  
Sam's Clubs (Mich)  
9 cases of each style for  
August. Can McLane use on-hand  
part or is the on-hand already state-  
stamped? ~~Should I see~~ Let me  
know. Thanks, Judy

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